
From: Karen Liu 3eBfo
Sent: Tuesday, March 06, 2018 6:20 PM
To: Michael MT Chan
Subject: 答复: [Soliciting Market Views] Listing Regime Consultation Paper

Michael,

Thanks for your note, we have 5-6 companies already actively exploring the possibility of HK IPO, including one in the US that consider restructuring to Cayman to have the flexibility to list in HK. I will look through the consultation paper and provide more inputs later. But on top of my head, I have two very quick comments:

1) The paper specifically refer to CFDA, we have portfolio that is a leading companion animal drug company (drugs for dogs, cats etc) that is not governed by CFDA, but by ministry of Agriculture. The drug approval is as rigorous as CFDA, sometimes including evaluation experts from CFDA. These are true biotech companies and their US counter-part can have market cap over \$50Bn (eg. Zoetis). I suggest we consider these companies to be included in eligible category, instead of narrowly defining "CFDA approval".

2) Upon hearing that Grail is targeting to be among the first group for HK IPO, I think that the first 20 listing company preference should be given to Chinese companies instead of "foreign" companies that are taking advantages of Chinese investor exuberance on biotech.

Regards,
--Karen